

Message Text

UNCLASSIFIED

PAGE 01 TEHRAN 04520 111204Z
ACTION NEA-11

INFO OCT-01 ISO-00 EB-08 /020 W
-----069703 112057Z /73

R 111055Z MAY 78
FM AMEMBASSY TEHRAN
TO SECSTATE WASHDC 8291
INFO USDOC WASHDC

UNCLAS TEHRAN 04520

E.O. 11652: N/A
TAGS: BEXP, ECRE, IR
SUBJ: MAJOR PROJECTS: NATIONAL PETROCHEMICAL COMPANY
(NPC) HOUSING PROJECT

REF: A. TEHRAN 00960, B. STATE 019324, C. TEHRAN 03425

1. FURTHER DETAILS ON STATUS OF HOUSING TENDER ARE AS FOLLOWS:
MEMCO EMPLOYEES BAHMAN KATABLOO AND ROLAND NOBS
WILL TRAVEL TO THE UNITED STATES ON OR ABOUT MAY 13 TO
MEET WITH OFFICIALS OF ATLANTIC INTERNATIONAL, P.O. BOX 142,
HUNT VALLEY, MD., 21030, TELEPHONE (301) 666-3060,
AND SYRACUSE TANK CO., SYRACUSE, N.Y., (STEEL FABRICATORS,
COMPLETE ADDRESS AND PHONE NOT KNOWN) IN CONNECTION WITH THE
NPC HOUSING PROJECT. KHATIBLOO TOLD COMOFF THAT ATLANTIC
INTERNATIONAL WOULD PROBABLY FURNISH ALL COMPONENTS WHICH MEMCO
WOULD THEN ERECT IN IRAN. COMOFF SUBSEQUENTLY LEARNED FROM
MR. WILLIAM REATHER, PRESIDENT OF ATLANTIC INTERNATIONAL
THAT MEMCO OFFICIALS WOULD ALSO VISIT ONE OF HIS
COMPETITORS, SYRACUSE TANK CO., IN THE COURSE OF THEIR
TRIP. ATLANTIC INTERNATIONAL HAS DONE WORK IN IRAN SINCE
1972 AND ACCORDING TO REATHER, HIS FIRM WAS SUGGESTED BY
NPC AS A POSSIBLE SUPPLIER TO MEMCO.

2. PER SWISS EMBASSY TEHRAN, MEMCO IS A FINANCING COMPANY
PURPORTEDLY LOCATED IN BASEL, BUT SWISS WERE UNABLE TO
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FIND A LISTING OF THE FIRM IN EITHER BASEL TELEPHONE BOOK
OR THEIR TRADE DIRECTORY. LOCAL REPRESENTATIVE IS NOBAL COMPANY
HEADED BY MR. NOBS. TO THE SWISS EMBASSY'S KNOWLEDGE, NO
MATERIALS, ONLY FINANCING, WERE TO COME FROM SWITZERLAND.

3. IT NOW APPEARS FAIRLY CLEAR THAT NATIONAL HOMES OF
LAFAYETTE, INDIAN, WILL GET 50 PERCENT OF THIS HOUSING

CONTRACT AND THAT ONE OR MORE ADDITIONAL U.S. FIRMS WILL
SHARE IN THE REMAINING 50 PERCENT TO A VERY SUBSTANTIAL
DEGREE.

4. ACTION REQUESTED: PER REFTTEL B, DEPARTMENT MAY WISH
TO PASS FOREGOING TO OFFICE OF CONGRESSMAN FLOYD FITHIAN
(SECOND DISTRICT INDIANA).
SULLIVAN

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Message Attributes

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